```
Set
        Items
                Description
                BANK? OR CYBERBANK? OR FINANCIAL() INSTITUTION? OR SAVINGS (-
S1
      2522558
             2W) LOAN? OR S() L
S2
                (ACCOUNT? OR CHECKING? OR SAVINGS) (5N) (OPEN? OR NEW OR STA-
             RT? OR CREATE? OR INITIAT? OR ESTABLISH? OR SECOND)
S3
                (CHECK? OR AUTHEN? OR COMPAR? OR CONFIRM? OR VERIF? OR AUT-
             HOR? OR IDENTIF?) (5N) (IDENTIT? OR ID OR INDIVIDUAL?)
S4
                SECOND? OR FIRST OR OTHER OR ALREADY OR EXIST? OR PREVIOUS?
              OR PRIOR OR CURRENT? OR ESTABLISH? OR ANOTHER? OR OUTSIDE?
S5
                S1 (10N) S2
        24766
S6
           67
                S5 (10N) S3
S7
           23
                S4 (10N) S6
S8
          277
                S1(5N)S4(5N)S3
S9
          74
                S1 (5N) S2
                           (5N) (REFERENCE? OR REFERRAL?)
S10
          186
                S2(5N)S3
S11
           68
                S1 (S) S10
S12
           67
                S5(S)S4(S)S3
S13
         6868
                BSA OR BANK() SECRE?() ACT
$14
          429
                BANK? () REFERENC?
          0
S15
                S9 AND S8
S16
           3
               (S13 OR S14) AND S6
S17
           0
                S9 AND S10
S18
          26
                S9(S)S4
S19
          49
                S7 OR S16 OR S18
S20
          43
                RD (unique items)
S21
           31
                S20 NOT PY>1997
                521 NOT PD>970331 (Kwical)
S22
           26
File 275: Gale Group Computer DB(TM) 1983-2000/Jun 15
         (c) 2000 The Gale Group
     47: Gale Group Magazine DB(TM) 1959-2000/Jun 15
File
         (c) 2000 The Gale group
     75:TGG Management Contents(R) 86-2000/Jun W1
File
         (c) 2000 The Gale Group
File 636:Gale Group Newsletter DB(TM) 1987-2000/Jun 15
         (c) 2000 The Gale Group
     16:Gale Group PROMT(R) 1990-2000/Jun 15
         (c) 2000 The Gale Group
File 624:McGraw-Hill Publications 1985-2000/Jun 13
         (c) 2000 McGraw-Hill Co. Inc
File 484: Periodical Abstracts Plustext 1986-2000/Jun W2
         (c) 2000 Bell & Howell
File 613:PR Newswire 1999-2000/Jun 15
         (c) 2000 PR Newswire Association Inc
File 813:PR Newswire 1987-1999/Apr 30
         (c) 1999 PR Newswire Association Inc
File 141: Readers Guide 1983-2000/May
         (c) 2000 The HW Wilson Co
File 239:Mathsci 1940-2000/Jul
         (c) 2000 American Mathematical Society
File 370:Science 1996-1999/Jul W3
         (c) 1999 AAAS
File 696:DIALOG Telecom. Newsletters 1995-2000/Jun 14
         (c) 2000 The Dialog Corp.
File 553: Wilson Bus. Abs. FullText 1982-2000/Apr
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(c) 2000 The HW Wilson Co

6/15/60

22/3,K/1 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01948261 SUPPLIER NUMBER: 18402905 (USE FORMAT 7 OR 9 FOR FULL TEXT) Internet access: Intuit launches expanded Quicken Financial Network on the Internet; Web site now offers insurance, investing and banking services, financial news & information. (Company Business and Marketing)

EDGE: Work-Group Computing Report, v7, n318, p41(1)

June 17, 1996

LANGUAGE: English RECORD TYPE: Fulltext WORD COUNT: 1672 LINE COUNT: 00145

... addition to existing areas for Intuit's Financial Institution Partners, a new service from Compass Bank enables individuals to apply for checking and savings accounts and credit cards online. Other new services from bank partners will follow.

new services from bank partners will follow.
 * Intuit Products - Includes links to the existing Intuit Home Page
for information on Intuit products and promotions as well as product and...

22/3,K/2 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01386067 SUPPLIER NUMBER: 09671339 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Corporate currency: PC purchase orders for business. (includes related article on establishing a purchase-order account) (Special Report)
Grotta, Daniel

PC Sources, v1, n11, p211(4)

Nov, 1990

ISSN: 1052-6579 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT WORD COUNT: 2961 LINE COUNT: 00223

... require that you sign a form agreeing to their payment and delivery terms before an account can be established. Once signed, and assuming that your bank and credit references check out, you should have no difficulty getting a PO account.

Daniel Grotta is a...

22/3,K/3 (Item 1 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

02734411 SUPPLIER NUMBER: 03918187 (USE FORMAT 7 OR 9 FOR FULL TEXT) Swiss bank accounts: does anybody need one?

Lee, Betty

Canadian Business, p170(3)

Sept, 1985

ISSN: 0008-3100 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1326 LINE COUNT: 00099

... ll be obliged to come clean.

And one more warning: if a Swiss bank has **established** branches in **another** country, these branches must abide by that country's laws. Switzerland's Big Three--Swiss...

...write to a branch in Switzerland for an application (you'll be asked for a bank reference letter, proof of signature and address, and other personal information) and open an account by mail. Once you're on board, you can transfer funds in any way you...

22/3,K/4 (Item 2 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

02441215 SUPPLIER NUMBER: 02975974 (USE FORMAT 7 OR 9 FOR FULL TEXT)

No toasters. (Dan Oppenheimer)

Bork, Robert H.

Forbes, v132, p197(2)

Oct 24, 1983

CODEN: FORBA ISSN: 0015-6914 LANGUAGE: ENGLISH RECORD TYPE:

FULLTEXT

WORD COUNT: 402 LINE COUNT: 00030

... drives

Today Oppenheimer operates in a world unto itself, not subject to state or federal banking regulation. Dan shuns new customers without a reference from an established account. "It's been very profitable,' Openheimer says, "because we have no expenses except for salaries and rent.' If Oppenheimer is making...

22/3,K/5 (Item 1 from file: 75)

DIALOG(R)File 75:TGG Management Contents(R)

(c) 2000 The Gale Group. All rts. reserv.

00191852 SUPPLIER NUMBER: 18608331

Why it's tough being a banker in Venezuela. (includes related article on the privatization of Petroleos de Venezuela) (Latin America)

Engen, John

Institutional Investor, v30, n7, p97(5)

July, 1996

ISSN: 0020-3580 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 4193 LINE COUNT: 00334

... assets took the form of government-issued securities. "We faced an inverse run on our bank," Garcia Mendoza says. In August 1994 the bank began requiring references to open new accounts and boosted minimum deposit levels to B5 million, or about \$10,000, for savings accounts...

...because, Garcia Mendoza says, new government reserve policies made them too expensive. A handful of **other** banks have initiated similar policies, but none are as strict as Venezolano de Credito's...

22/3,K/6 (Item 2 from file: 75)

DIALOG(R) File 75:TGG Management Contents(R) (c) 2000 The Gale Group. All rts. reserv.

00164234 SUPPLIER NUMBER: 14470591 (USE FORMAT 7 FOR FULL TEXT)

Event-driven trust marketing. (Trust Marketing Resource)

Harker, Jay E.

Bank Marketing, v25, n8, p41(2)

August, 1993

ISSN: 0888-3149 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1466 LINE COUNT: 00114

...ABSTRACT: alternative marketing strategies is to home in on such likely intermediaries as retail and private bankers, attorneys and accountants as sources of referrals. A second strategy is usage of advertising and public relations such that the institution's name is...

22/3,K/7 (Item 3 from file: 75)

DIALOG(R) File 75:TGG Management Contents(R)

(c) 2000 The Gale Group. All rts. reserv.

00154012 SUPPLIER NUMBER: 12537040 (USE FORMAT 7 FOR FULL TEXT)

Dealing with delinquent accounts.

Skipworth, Mark

American Salesman, v37, n7, p16(4)

July, 1992

ISSN: 0003-0902 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1209 LINE COUNT: 00090

... you should do now and perhaps see how you could have avoided the problem altogether.

First of all, you haven't done anything wrong. You were doing your job when you...

...for your financial people to review? Typically three trade references are required along with a bank reference and a complete set of billing information on the new account. Does your new customer understand your terms on this first order and are they acceptable? If you sold the job as "net 10 days" for...

22/3,K/8 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2000 The Gale Group. All rts. reserv.

03231251 Supplier Number: 46625583 (USE FORMAT 7 FOR FULLTEXT)

CTR Exemptions

Regulatory Compliance Watch, v9, n321, pN/A

August 12, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 835

... a governmental unit is generally sufficient. Such documentation might include a corporate resolution by the **other bank** authorizing the **establishment** of an **account** and granting signature **authority** over its account to named **individuals**. In addition, any documentation that demonstrates that a customer is a bank is sufficient.

Certain...

22/3,K/9 (Item 2 from file: 636)

DIALOG(R) File 636: Gale Group Newsletter DB(TM)

(c) 2000 The Gale Group. All rts. reserv.

02590827 Supplier Number: 45237330 (USE FORMAT 7 FOR FULLTEXT)

FINAL BSA WIRE TRANSFER RULES ISSUED

Money Laundering Alert, v6, n4, pN/A

Jan, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1436

FINAL BSA WIRE TRANSFER RULES ISSUED

... that 60,000 institutions will be affected. The rules, which will form part of the **Bank Secrecy Act** regulations, will increase their recordkeeping burdens, Treasury says, by an average of 16.3 hours...

...established customer" for purposes of the record keeping and retention requirements. The final rule requires **verification** of **identity** of transmitters and recipients who are not "**established** customers" defined as:

- an accountholder or a person which the financial institution has obtained and maintains on file the name, address and social security number or employer...

...the information that institutions already retain for purposes related to prudent business practices or prior BSA requirements. Much of the information can be obtained and retrieved without substantial cost.

The final...

...securities brokers and dealers and another for banks. Those changes will be part of the ${f BSA}$ regulations at 31 CFR 103.33 (e) and (f).

The responsibilities are almost identical. The...

22/3,K/10 (Item 3 from file: 636)

DIALOG(R) File 636: Gale Group Newsletter DB(TM)

(c) 2000 The Gale Group. All rts. reserv.

02535910 Supplier Number: 45111595 (USE FORMAT 7 FOR FULLTEXT)

How Western Bank Ranks Its Personal Bankers

Bank Mutual Fund Report, v4, n20, pN/A

Nov 2, 1994

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 307

... its works.

The majority of a newcomers salary is straight compensation, not commission, but the **banker** is expected to generate 120 **new accounts** annually and make four **referrals** and four **outside** sales calls monthly.

The expectations ramp up the more experienced the employee becomes. The $\mbox{mid}\dots$

22/3,K/11 (Item 4 from file: 636)

DIALOG(R) File 636: Gale Group Newsletter DB(TM)

(c) 2000 The Gale Group. All rts. reserv.

02234359 Supplier Number: 44261190 (USE FORMAT 7 FOR FULLTEXT)

Be Wary of Insufficient Information

Regulatory Compliance Watch, v3, n45, pN/A

Nov 29, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 542

... threshold.

FinCEN also says banks should be alert if:

a customer is unwilling to provide **previous** or **other current banking** relationships;

a customer opens an account without references, a local address or identification, or refuses to provide any other information the bank requires to open an account;

a potential borrower is reluctant or refuses...

22/3,K/12 (Item 5 from file: 636)

DIALOG(R) File 636: Gale Group Newsletter DB(TM)

(c) 2000 The Gale Group. All rts. reserv.

02211719 Supplier Number: 44198455 (USE FORMAT 7 FOR FULLTEXT)

Correction fluid and computer used to trick banker

Computer Fraud & Security Bulletin, pN/A

Nov, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 156

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Two employees of Salomon Brothers, UK and two **outsiders** have been charged with using the investment bank's computer and some correction fluid to...

...used to create impressive, but false, references for one of Salomon's valued clients. The **references** were used by an accomplice to **open** an **account** in a Luxembourg **bank**. The correction fluid came into play when a genuine letter authorizing Salomon to pay GBP30...

22/3,K/13 (Item 6 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2000 The Gale Group. All rts. reserv.

01434814 Supplier Number: 41904129 (USE FORMAT 7 FOR FULLTEXT)

WIRE TRANSFER RULES WOULD CAUSE CHAOS, COMMENTS SAY

Money Laundering Alert, v2, n6, pN/A

March, 1991

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1099

... rules, Morgan Stanley, a major securities firm, suggested that rather than using the term "deposit accountholder," the regulations should focus on "established customers."

That would relieve many regulated non-bank institutions of the need to verify the identity of customers who do not maintain an "account," as viewed by Treasury, but about whom...

...days after payment to obtain the information. It would be spared of penalties under the **Bank Secrecy Act** if it made a "reasonable effort" to gather it.

Many respondents say this is the...

22/3,K/14 (Item 7 from file: 636)

DIALOG(R) File 636: Gale Group Newsletter DB(TM) (c) 2000 The Gale Group. All rts. reserv.

01283969 Supplier Number: 41424106 (USE FORMAT 7 FOR FULLTEXT) FINANCE MINISTRY ISSUES GUIDELINES AGAINST MONEY LAUNDERING

Japan Weekly Monitor, pN/A

July 2, 1990

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 220

THE GUIDELINES, INTENDED FOR BANKS, LIFE INSURANCE COMPANIES AND OTHER FINANCIAL INSTITUTIONS, CALL FOR CHECKING THE IDENTITY OF THEIR CUSTOMERS WHEN THEY OPEN ACCOUNTS AND REPORTING TO THE AUTHORITIES ANY SUSPICIOUS TRANSFERS OF CASH, MINISTRY OFFICIALS SAID. BANKS AND...

22/3,K/15 (Item 1 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)

(c) 2000 The Gale Group. All rts. reserv.

04772120 Supplier Number: 47024543 (USE FORMAT 7 FOR FULLTEXT)

Pitch to Rich Boosts Calif. Bank's Trust Assets

American Banker, pl1

Jan 9, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 314

... But Mr. Rutzen said much of Pacific's new business is the result of the bank 's account managers actively soliciting new clients and referrals. The bank hosts seminars and other events to which it invites prospective clients.

Pacific's money management business is now generating...

22/3,K/16 (Item 2 from file: 16)

DIALOG(R) File 16: Gale Group PROMT(R)

(c) 2000 The Gale Group. All rts. reserv.

04402205 Supplier Number: 46457808 (USE FORMAT 7 FOR FULLTEXT)
Intuit Launches Expanded Quicken Financial Network on the Internet; Web
Site Now Offers Insurance, Investing and Banking Services, Financial News
and Information.

Business Wire, p06111106

June 11, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 2039

... addition to existing areas for Intuit's Financial Institution
Partners, a new service from Compass Bank enables individuals to apply
for checking and savings accounts and credit cards online. Other new
services from bank partners will follow.

-- Intuit Products - Includes links to the **existing** Intuit Home Page for information on Intuit products and promotions as well as product and...

22/3,K/17 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

03774084 Supplier Number: 45366459 (USE FORMAT 7 FOR FULLTEXT)

Bank Rep Spotlight: Betty Dennis Bank Investment Marketing, p49

March, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1537

... a place she describes as 'where I grew up.' And to foster good relationships with bank personnel, Dennis is a strong advocate of cross-referrals. 'When a customer comes in for the first time to open an investment account, I ask them to consider opening a checking account with the bank.' To date, no customers have turned her down, she says.

'Betty and I work very...

22/3,K/18 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

03740656 Supplier Number: 45308747

Marketing Through Churches-Unity Between Church and Bank

Bank Marketing, v0, n0, p73

Feb 1, 1995

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

...some church members to be part-time tellers. These members are then able to help other parishioners with paperwork for loans and new accounts, and Huntington also provides church classes and seminars on various financial matters. The churches also benefit in that they receive a referral fee when a new account is opened. Other banks are now beginning to introduce similar programs.

22/3,K/19 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01854886 Supplier Number: 42350072 (USE FORMAT 7 FOR FULLTEXT)

Judicial ads spark D.C. controversy

Electronic Media, pl

Sept 9, 1991

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 732

... in the Chappaquiddick incident, charges Sen. Biden with plagiarism

and links Sen. Cranston to the savings and loan scandal.

The 30-second broadcast spot is a condensed version of the longer ad. It omits references to Sens. Cranston and Biden and is less vicious in its attacks against Sen. Kennedy...

22/3,K/20 (Item 1 from file: 813)

DIALOG(R) File 813: PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

1034626

LATU004

Reason Foundation: Increased Consumer Choice Improves Quality and Lowers Costs for Services to Developmentally Disabled

DATE: December 17, 1996 07:00 EST WORD COUNT: 687

... funding program is Missouri's "Show Me Choices" program, which authorizes the release of a **check** from an **individual bank account established** and managed by the state in the consumer's name. The check is delivered by...

22/3,K/21 (Item 2 from file: 813)

DIALOG(R) File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

SF006

0523003

WELLS FARGO INTRODUCES NEW CHECKING ACCOUNT OWNER'S GUIDE; EDUCATIONAL TOOL TO AID BANK CUSTOMERS

DATE: September 29, 1992 12:45 EDT WORD COUNT: 343

...help.

The Checking Account Owner's Guide is now available in branches for Wells Fargo Bank customers who open a checking account for the first

time, or for anyone who wants a handy **reference** on how to use their checking account.

"The same thinking went into producing this guide...

22/3,K/22 (Item 3 from file: 813)

DIALOG(R) File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

0320434 DV003

BANKING AS EASY AS 1-2-3 FIRST INTERSTATE BANK LAUNCHES LOW-INCOME BANKING SERVICES

DATE: November 9, 1990 15:46 EST WORD COUNT: 590

...Denver

today announced it will offer a package of services specifically designed to meet the banking needs of low-income individuals .

The **new** package includes a **checking account** with no minimum balance

required, overdraft protection, and a savings account that can be opened with as little as \$25.

First Interstate Bank developed this new package of services -- Banking as Easy as 1-2-3 -- in response...

22/3,K/23 (Item 4 from file: 813) DIALOG(R)File 813:PR Newswire (c) 1999 PR Newswire Association Inc. All rts. reserv.

0093776 CH007

EDITORS NOTE: The following article, written by John Carlson, Division Vice President, Consumer Lending, for First American Savings Bank, discusses home equity loans as well as other alternatives available to today's consumer:

DATE: August 1, 1988 14:49 E.T. WORD COUNT: 1,016

...Graduate School of Retail Banking, he has extensive experience in all aspects of consumer lending.

First American Savings Bank , FSB, is the second largest savings

bank in North Carolina, providing savings , checking and loan services to individuals . Headquartered in Greensboro, First American operates 34 full service offices in communities across the state. The bank also operates...

22/3,K/24 (Item 1 from file: 141)

DIALOG(R) File 141: Readers Guide

(c) 2000 The HW Wilson Co. All rts. reserv.

01036722 H.W. WILSON RECORD NUMBER: BRGA87036722

Opening a Swiss account is no big secret.

Woolley, Suzanne.

Business Week (Bus Week) (Aug. 3 '87) p. 95

...ABSTRACT: make even regular accounts highly confidential. Numbered accounts, which keep owners' names separate from all other records, offer an extra dimension of privacy. A valued client of a U.S. bank can open a regular Swiss account by mail. To open a numbered account, a depositor usually must apply in person with a reference from his home bank or a letter of introduction from a client of the Swiss bank. He may then...

22/3,K/25 (Item 1 from file: 553)

DIALOG(R)File 553:Wilson Bus. Abs. FullText

(c) 2000 The HW Wilson Co. All rts. reserv.

03342957 H.W. WILSON RECORD NUMBER: BWBA96092957 (USE FORMAT 7 FOR FULLTEXT)

Making the grade.

AUGMENTED TITLE: commercial clients evaluating banks

DeNicola, Nino

Bank Marketing (Bank Mark) v. 28 (Nov. '96) p. 41-4

LANGUAGE: English

WORD COUNT: 2121

...ABSTRACT: when clients were asked to evaluate bank innovation—their creative and high—tech solutions. However, individual examples of outstanding performance were identified in certain areas, such as the relationship established by highly regarded account officers or the technical sophistication of specific, selected bank products.

22/3,K/26 (Item 2 from file: 553)

DIALOG(R) File 553: Wilson Bus. Abs. FullText

(c) 2000 The HW Wilson Co. All rts. reserv.

03288026 H.W. WILSON RECORD NUMBER: BWBA96038026 (USE FORMAT 7 FOR FULLTEXT)

Putting a stop to bad checks.

Progressive Grocer (Prog Grocer) v. 75 (Apr. '96) p. 79+

LANGUAGE: English

WORD COUNT: 1235

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

color copiers."

Another problem, he says, is that IDs are fairly easy to duplicate.

"The other thing is it's still pretty easy for an individual to open up multiple checking accounts," says Burnside. "If I have 10 bank accounts, I can literally be 10 different people. Now, in most places you